

## **Job description:**

### **Primary Duties**

- Develop and implement sales strategies for battery energy storage systems, solar thermal systems, and e-generators.
- Identify and target large corporations, government institutions, factories, and other large-scale entities.
- Drive project sales, manage the sales pipeline, and ensure the achievement of segment targets.

### **Secondary Duties**

- Build and maintain strong relationships with key customers and stakeholders.
- Recruit, train, and manage a high-performing sales team.
- Provide regular reports on sales performance, market trends, and customer feedback to senior management.
- Work closely with other departments, such as marketing, engineering, and finance, to successfully implement sales strategies.

### **Skills Required**

- Strong leadership and team management skills.
- Good presentation skills
- Excellent communication and interpersonal skills.
- Strategic thinking and problem-solving abilities.
- Proficiency in sales forecasting, lead generation, and pipeline management.
- Ability to work under pressure and meet deadlines.

**Job Types:** Full-time, Permanent

### **Benefits:**

- Cell phone reimbursement
- Health insurance

- Provident Fund

Location : Kochi